

Road map and cost analysis for the US Naval Reserve through the utilization of Swank Healthcare Services.

FIG 1: APPROXIMATE YEARLY COST SAVINGS ...

Based on 5,000 reservists with a approximate CE requirement of 15 hours per year, the Naval Reserve's testing and usage for a 12-month period is 75,000 hours. Based on the National Average cost of 1 contact hour being \$65.00 (VA research study 1999), the cost the Naval Reserve would incurred is \$4,875,000 in a 12-month period vs. the cost of the same 75,000 hours for the navy through the Swank Healthcare on-line program at \$135,000 thus saving the Naval Reserve a total of **\$4,740,000**.

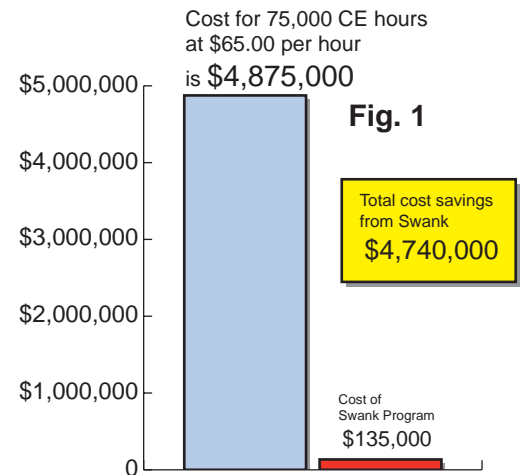


FIG 2: APPROXIMATE INDIVIDUAL CE COST SAVINGS ...

Based on 5,000 a reservist annual CE requirements would cost only \$27 for each soldier through the Swank Healthcare on-line program. As an example, on a individual CE cost basis this averages to \$1.80 per credit hour for a nurse needing 15 CE credits per year.

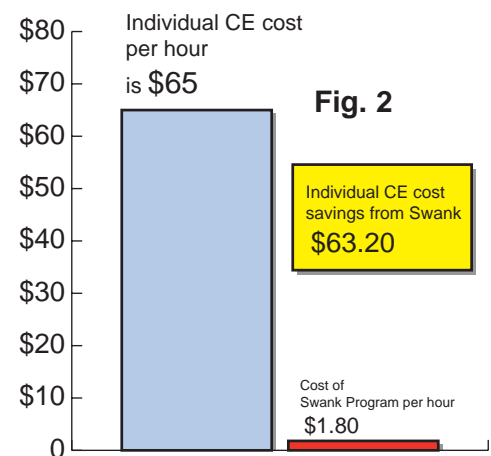


FIG 3: TIME SAVING BENEFIT...

Based on approximately 75,000 CE hours the Naval Reserve would save 9,375 man days by taking advantage of the Swank Healthcare Anywhere, Anytime on-line training.

Fig. 3

Swank Program	In-Class Training
75,000 CE Anytime, Anywhere training done through the Internet NO TIME LOST ; training is done at participants free time schedule; 24/7 availability	75,000 CE hours or 9,870 man days LOST!

**TOTAL COST SAVINGS FOR
1 YEAR IS \$4,740,000.00**